

**Exhibit 1b**  
**2011 Exports by Company Type and Employment Size**

Value in millions of dollars. Details may not equal totals due to rounding. D - Represents suppressed to avoid disclosure.

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of		Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
			Cum. % of Known Value	Company Type Value (2)				
<b>All identified companies</b>	<b>1,325,046</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>303,509</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
no. employees unknown (3)	130,190	9.8	9.8	9.8	118,509	39.0	39.0	39.0
1 to 19 employees	95,416	7.2	17.0	17.0	114,608	37.8	76.8	76.8
20 to 49 employees	47,346	3.6	20.6	20.6	31,748	10.5	87.3	87.3
50 to 99 employees	49,682	3.7	24.3	24.3	15,790	5.2	92.5	92.5
100 to 249 employees	71,104	5.4	29.7	29.7	11,735	3.9	96.3	96.3
250 to 499 employees	49,860	3.8	33.5	33.5	4,427	1.5	97.8	97.8
500 or more employees	881,448	66.5	100.0	100.0	6,692	2.2	100.0	100.0
<b>Manufacturers</b>	<b>789,340</b>	<b>59.6</b>	<b>59.6</b>	<b>100.0</b>	<b>74,066</b>	<b>24.4</b>	<b>24.4</b>	<b>100.0</b>
no. employees unknown (3)	44,002	3.3	3.3	5.6	17,219	5.7	5.7	23.2
1 to 19 employees	8,181	0.6	3.9	6.6	24,594	8.1	13.8	56.5
20 to 49 employees	13,181	1.0	4.9	8.3	13,920	4.6	18.4	75.2
50 to 99 employees	21,851	1.6	6.6	11.0	7,826	2.6	20.9	85.8
100 to 249 employees	31,846	2.4	9.0	15.1	5,919	2.0	22.9	93.8
250 to 499 employees	29,915	2.3	11.2	18.9	2,132	0.7	23.6	96.7
500 or more employees	640,364	48.3	59.6	100.0	2,456	0.8	24.4	100.0
<b>Wholesalers</b>	<b>305,297</b>	<b>23.0</b>	<b>23.0</b>	<b>100.0</b>	<b>101,402</b>	<b>33.4</b>	<b>33.4</b>	<b>100.0</b>
no. employees unknown (3)	42,253	3.2	3.2	13.8	34,580	11.4	11.4	34.1
1 to 19 employees	64,138	4.8	8.0	34.8	49,232	16.2	27.6	82.7
20 to 49 employees	24,599	1.9	9.9	42.9	9,674	3.2	30.8	92.2
50 to 99 employees	16,335	1.2	11.1	48.3	3,912	1.3	32.1	96.1
100 to 249 employees	30,454	2.3	13.4	58.2	2,443	0.8	32.9	98.5
250 to 499 employees	12,628	1.0	14.4	62.4	804	0.3	33.2	99.3
500 or more employees	114,890	8.7	23.0	100.0	757	0.2	33.4	100.0
<b>Other companies (4)</b>	<b>230,409</b>	<b>17.4</b>	<b>17.4</b>	<b>100.0</b>	<b>128,041</b>	<b>42.2</b>	<b>42.2</b>	<b>100.0</b>
no. employees unknown (3)	43,935	3.3	3.3	19.1	66,710	22.0	22.0	52.1
1 to 19 employees	23,097	1.7	5.1	29.1	40,782	13.4	35.4	84.0
20 to 49 employees	9,566	0.7	5.8	33.2	8,154	2.7	38.1	90.3
50 to 99 employees	11,496	0.9	6.6	38.2	4,052	1.3	39.4	93.5
100 to 249 employees	8,804	0.7	7.3	42.1	3,373	1.1	40.5	96.1
250 to 499 employees	7,317	0.6	7.9	45.2	1,491	0.5	41.0	97.3
500 or more employees	126,194	9.5	17.4	100.0	3,479	1.1	42.2	100.0
<b>Multiple location companies</b>	<b>984,083</b>	<b>74.3</b>	<b>74.3</b>	<b>100.0</b>	<b>26,718</b>	<b>8.8</b>	<b>8.8</b>	<b>100.0</b>
no. employees unknown (3)	839	0.1	0.1	0.1	444	0.1	0.1	1.7
1 to 19 employees	4,740	0.4	0.4	0.6	2,705	0.9	1.0	11.8
20 to 49 employees	8,949	0.7	1.1	1.5	4,242	1.4	2.4	27.7
50 to 99 employees	18,440	1.4	2.5	3.4	4,403	1.5	3.9	44.1
100 to 249 employees	41,657	3.1	5.6	7.6	5,800	1.9	5.8	65.9
250 to 499 employees	38,951	2.9	8.6	11.5	3,161	1.0	6.8	77.7
500 or more employees	870,507	65.7	74.3	100.0	5,963	2.0	8.8	100.0
<b>Manufacturers</b>	<b>677,543</b>	<b>51.1</b>	<b>51.1</b>	<b>100.0</b>	<b>9,141</b>	<b>3.0</b>	<b>3.0</b>	<b>100.0</b>
no. employees unknown (3)	126	0.0	0.0	0.0	65	0.0	0.0	0.7
1 to 19 employees	154	0.0	0.0	0.0	290	0.1	0.1	3.9
20 to 49 employees	1,725	0.1	0.2	0.3	957	0.3	0.4	14.4
50 to 99 employees	3,906	0.3	0.4	0.9	1,513	0.5	0.9	30.9
100 to 249 employees	15,594	1.2	1.6	3.2	2,542	0.8	1.8	58.7
250 to 499 employees	23,597	1.8	3.4	6.7	1,489	0.5	2.3	75.0
500 or more employees	632,442	47.7	51.1	100.0	2,285	0.8	3.0	100.0
<b>Wholesalers</b>	<b>162,275</b>	<b>12.2</b>	<b>12.2</b>	<b>100.0</b>	<b>7,969</b>	<b>2.6</b>	<b>2.6</b>	<b>100.0</b>
no. employees unknown (3)	184	0.0	0.0	0.1	197	0.1	0.1	2.5
1 to 19 employees	3,506	0.3	0.3	2.3	1,376	0.5	0.5	19.7
20 to 49 employees	4,824	0.4	0.6	5.2	1,936	0.6	1.2	44.0
50 to 99 employees	8,102	0.6	1.3	10.2	1,581	0.5	1.7	63.9
100 to 249 employees	21,651	1.6	2.9	23.6	1,525	0.5	2.2	83.0
250 to 499 employees	10,752	0.8	3.7	30.2	640	0.2	2.4	91.0
500 or more employees	113,255	8.5	12.2	100.0	714	0.2	2.6	100.0

**Exhibit 1b**  
**2011 Exports by Company Type and Employment Size**

Value in millions of dollars. Details may not equal totals due to rounding. D - Represents suppressed to avoid disclosure.

Company Type and Employment Size	Known Value (1)	% of Known Value	Cum. % of		Number of Identified Exporters	% of Number of Identified Exporters	Cum. % of Number of Identified Exporters	Cum. % of Company Type Exporters (2)
			Cum. % of Known Value	Company Type Value (2)				
<b>Other companies (4)</b>	<b>144,266</b>	<b>10.9</b>	<b>10.9</b>	<b>100.0</b>	<b>9,608</b>	<b>3.2</b>	<b>3.2</b>	<b>100.0</b>
no. employees unknown (3)	529	0.0	0.0	0.4	182	0.1	0.1	1.9
1 to 19 employees	1,080	0.1	0.1	1.1	1,039	0.3	0.4	12.7
20 to 49 employees	2,400	0.2	0.3	2.8	1,349	0.4	0.8	26.7
50 to 99 employees	6,432	0.5	0.8	7.2	1,309	0.4	1.3	40.4
100 to 249 employees	4,412	0.3	1.1	10.3	1,733	0.6	1.8	58.4
250 to 499 employees	4,601	0.3	1.5	13.5	1,032	0.3	2.2	69.2
500 or more employees	124,811	9.4	10.9	100.0	2,964	1.0	3.2	100.0
<b>Single location companies</b>	<b>340,963</b>	<b>25.7</b>	<b>25.7</b>	<b>100.0</b>	<b>276,791</b>	<b>91.2</b>	<b>91.2</b>	<b>100.0</b>
no. employees unknown (3)	129,351	9.8	9.8	37.9	118,065	38.9	38.9	42.7
1 to 19 employees	90,676	6.8	16.6	64.5	111,903	36.9	75.8	83.1
20 to 49 employees	38,398	2.9	19.5	75.8	27,506	9.1	84.8	93.0
50 to 99 employees	31,242	2.4	21.9	85.0	11,387	3.8	88.6	97.1
100 to 249 employees	29,447	2.2	24.1	93.6	5,935	2.0	90.5	99.3
250 to 499 employees	10,909	0.8	24.9	96.8	1,266	0.4	91.0	99.7
500 or more employees	10,941	0.8	25.7	100.0	729	0.2	91.2	100.0
<b>Manufacturers</b>	<b>111,798</b>	<b>8.4</b>	<b>8.4</b>	<b>100.0</b>	<b>64,925</b>	<b>21.4</b>	<b>21.4</b>	<b>100.0</b>
no. employees unknown (3)	43,876	3.3	3.3	39.2	17,154	5.7	5.7	26.4
1 to 19 employees	8,027	0.6	3.9	46.4	24,304	8.0	13.7	63.9
20 to 49 employees	11,457	0.9	4.8	56.7	12,963	4.3	17.9	83.8
50 to 99 employees	17,946	1.4	6.1	72.7	6,313	2.1	20.0	93.5
100 to 249 employees	16,252	1.2	7.4	87.3	3,377	1.1	21.1	98.7
250 to 499 employees	6,318	0.5	7.8	92.9	643	0.2	21.3	99.7
500 or more employees	7,923	0.6	8.4	100.0	171	0.1	21.4	100.0
<b>Wholesalers</b>	<b>143,022</b>	<b>10.8</b>	<b>10.8</b>	<b>100.0</b>	<b>93,433</b>	<b>30.8</b>	<b>30.8</b>	<b>100.0</b>
no. employees unknown (3)	42,068	3.2	3.2	29.4	34,383	11.3	11.3	36.8
1 to 19 employees	60,632	4.6	7.8	71.8	47,856	15.8	27.1	88.0
20 to 49 employees	19,775	1.5	9.2	85.6	7,738	2.5	29.6	96.3
50 to 99 employees	8,233	0.6	9.9	91.4	2,331	0.8	30.4	98.8
100 to 249 employees	8,803	0.7	10.5	97.5	918	0.3	30.7	99.8
250 to 499 employees	1,876	0.1	10.7	98.9	164	0.1	30.8	100.0
500 or more employees	1,635	0.1	10.8	100.0	43	0.0	30.8	100.0
<b>Other companies (4)</b>	<b>86,143</b>	<b>6.5</b>	<b>6.5</b>	<b>100.0</b>	<b>118,433</b>	<b>39.0</b>	<b>39.0</b>	<b>100.0</b>
no. employees unknown (3)	43,406	3.3	3.3	50.4	66,528	21.9	21.9	56.2
1 to 19 employees	22,017	1.7	4.9	75.9	39,743	13.1	35.0	89.7
20 to 49 employees	7,166	0.5	5.5	84.3	6,805	2.2	37.3	95.5
50 to 99 employees	5,064	0.4	5.9	90.1	2,743	0.9	38.2	97.8
100 to 249 employees	4,392	0.3	6.2	95.2	1,640	0.5	38.7	99.2
250 to 499 employees	2,715	0.2	6.4	98.4	459	0.2	38.9	99.6
500 or more employees	1,383	0.1	6.5	100.0	515	0.2	39.0	100.0

(1) Known value is defined as the portion of U.S. total exports that could be matched to specific companies.

(2) Cumulative percents are cumulative proportions relative to a particular sector's totals, e.g., wholesalers with less than 50 employees account for 42.8 percent of the total wholesalers known value and 92.2 percent of the total number of all wholesalers.

(3) Includes missing employment data, nonemployers, and companies that reported annual payroll but did not report any employees on their payroll during specified period(s) in 2011.

(4) Includes manufacturing companies of prepackaged software and books, freight forwarders and other transportation service firms, business services, engineering and management services, gas and oil extraction companies, coal mining companies, communication services companies, and companies for which an industry could not be determined.

Note: This exhibit is compiled using data from export trade information and the Business Register. For information on nonsampling errors and other data limitations, see the Technical Documentation.